

Message Text

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ACTION EA-09

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TO USDOC WASHDC
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UNCLAS TOKYO 12634

FOR OIM/WELCH

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TC NOV LASER SHOW

REF: TOKYO 11866

1. REFTEL PARA FOUR: MARUBUN WILL REPRESENT TWO GROUPS OF 10 FIRMS: 1ST GROUP - A) OTM LAMBDA/AIRTRON, DIV OF LITTON SYSTEMS INC, MORRIS PLAINS, NJ, DAVID JEFFREY, SALES MGR, (201) 539-5500; B) OTM LICONIX, MOUNTAIN VIEW, CALIF, MARK W. DOWLY, PRES, (415) 964-3062; C) NTM SINGER PRODUCTS CO, NEW YORK, G.S. WILLIAMS, MARKETING MGR, (212) 432-1400; D) NTM GTE SYLVANIA, MOUNTAIN VIEW, CALIF, THOMAS R. CONKLIN, MARKETING MGR, (415) 966-2312; AND E) NTM ISOMET CORP, SPRINGFIELD, VA, M. SEGEL, MARKETING MGR, (703) 321-8301, 2ND GROUP - A) OTM HOLOBEAM INC, PRAMUS, NJ, JOHN H. WASAKO, MARKETING DIR, (201) 265-5335; B) NTM MOLECTRON, SUNNYVALE, CALIF, JIM REYNOLDS, MARKETING MGR, (408) 738-2661; C) NTM INTERACTIVE RADIATION INC, NORTHVALE, NJ, JOHN PELMER, SALES MGR, (201) 767-1910; D) NTM LASER DIODE LABS, METUCHEN, NJ, ROBERT B. GILL, PRES, (201) 649-7700; AND E) OTM UNITED DETECTOR TECHNOLOGY, SANTA MONICA, CALIF, PERRY NELSON, SALES MGR, (213) 829-3357. MARUBUN WILL SUBMIT TWO MULTI ACCOUNT PA'S/NTM CONTRIBUTION TC NEXT WEEK. REQUEST OIM CONFIRMATION VIA RETURN CABLE.

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WM SAME MARUBUN ADVISES TC THAT SPECTRA-PHYSICS, MOUNTAIN

VIEW CALIF, IS PARTICIPATING INDEPENDENTLY. OIM CONFIRM
WITH WALTER SCHLECHTRIEM, SALES MGR, S-P, (415) 961-
0470 AND PLACE ON WAIT LIST. FYI MARUBUN ALREADY
RESERVED BSP FOR S-P NOV 24 - 25 FOR ASIAN REGION SALES
MGR'S TRAINING.

3. ALSO, MARUBUN ADVISES THEY ARE RECENTLY
APPOINTED AS AGENT FOR BURLEIGH AND ILC.
CONFIRM.
SHOESMITH

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NNN

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